RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

March 5, 1997

RJR Account #509977
Mr. F. Stewart
H. FOURTUNIS DBA A-W

APRIL DORAL BOX 100 B1G1F / PROMOTION #700447

Dear Fred:

DORAL B1G1F ***pre-sleeved*** product has been ordered (see quantities listed below), as well as 255 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. ***Product and Displays will be shipped in two shipments)*** All additional pertinent promotional information is listed below:

#/ (6M) Cases B1G1F	STYLE	UPC Code
17	*Full Flavor Box 100*	12300-23993
17	*Light Box 100*	12300-23994

Product / Premium Arrival: April 7 and 10, 1997
(10 Cases each style - April 7th; 7 Cases each style - April 10th)

Ship Date to Retail:	Week of: April 7 and 14, 1997
SKU CUBE:	0.2618
SKU WT (w/o Product):	0.7600 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	2 Savings Cartons
EFT $ Amount:	$1,464.91 *(4/7 - $861.71; 4/10 - $603.20)*

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B1G1F
H. FOURTUNIS DBA A-W

Promotion Description:
Utilize 4-Carton Shipper Display. Place 20 ***pre-sleeved*** B1G1F units each of *Doral FF Box 100 and Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$119.00 (8.5 (12M) case(s) @ $14.00).** Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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WHOLESALER: 203290 HARRY FOURTUNIS INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	130376	1622 10	OTTISVILLE CONV ST	ROUTE 211 SANITORIUM AVENUE	OTISVILLE	NY		A 12	85
	130446	1622 10	KOUNTRY KORNER	RR 1 BOX 196	CALLICOON	NY		A 01	60
	178194	1622 10	CORNER STORE	37 S MAIN ST	LIBERTY	NY		A 12	150
	178872	1622 10	VALLEY PHARMACY	ROUTE 52 BOX 725	PINE BUSH	NY		A 12	177
	178898	1622 10	CINOTTIS MARKET	11 MINE HILL RD	OTISVILLE	NY		A 12	152
	178902	1622 10	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY		A 12	135
	179180	1622 10	LAKES OF CIRCLEVILLE	ROUTE 302	CIRCLEVILLE	NY		A 12	175
	485720	1622 10	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY		A 12	220
	550143	1622 10	PARKSVILLE EXXON MRT	ROUTE 17	PARKSVILLE	NY		A 01	40
	576432	1622 10	7-11 #15471	DBA KETAN S. PANDIT RD 2 RT. 211	MIDDLETOWN	NY	0001-04-02	A 12	165
	580170	1622 10	WOODRIDGE SUPERMKT	MAIN STREET	WOODRIDGE	NY		A 12	100
	641280	1622 10	GNP PETROLEUM INC	RT 211 RTE 290	MIDDLETOWN	NY		A 12	80
	650720	1622 10	GOLDEN EMBERS TOBACC	23 NORTH ST	MIDDLETOWN	NY		A 12	105
	688667	1622 10	FAIR OAKS GENERAL ST	RR 8 BOX 279	MIDDLETOWN	NY		A 12	110
	705602	1622 10	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY		A 12	150
	705901	1622 10	BORDERLINE DELI	1226 BURLINGHAM RD	PINE BUSH	NY		A 12	132
	722998	1622 10	SPECIAL MKT	2 GLEN WILD RD	ROCK HILL	NY		A 12	85
	966204	1622 10	ROBERT L WILSON	650 ROUTE 211 E	MIDDLETOWN	NY		A 12	400
	704361	1623 05	RT. 32 FOOD MART	1000 FLATBUSH RD	KINGSTON	NY		A 12	100
	178453	1623 06	JAMES' GENERAL STORE	PO BOX 346	NAPANOCH	NY		A 12	110
	651695	1623 06	209 MARKET	RT. 209	KERHONKSON	NY		A 04	76
	900015	1623 06	RONDOUT VALLEY GROCE	PO BOX 416 ROUTE 209	ACCORD	NY		A 12	110
	47278	1623 07	DOLAN'S MARKET	37 WALLKILL AVENUE	WALLKILL	NY		A 12	86
	68529	1623 07	BARB'S DELICATESSEN	SPRING STREET	BEACON	NY		A 12	112
	178801	1623 07	BIK HOUSEWARES, INC.	DBA BI-RITE RT. 32 BOX 307	VAILS GATE	NY		C 12	389
	178861	1623 07	DAIRY MART 6696	152 NORTH ST	NEWBURGH	NY	0205-11-00	A 12	195
	178944	1623 07	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY		A 12	105
	179019	1623 07	MIDDLEHOPE GEN STORE	640 ROUTE 9W	MIDDLE HOPE	NY		A 12	95
	179174	1623 07	QUICK DELI	251 STATE ROUTE 17K	NEWBURGH	NY		A 00	30
	179178	1623 07	MIKES DELI	135 UNION ST	MONTGOMERY	NY		A 12	101
	179337	1623 07	NEUSTAT PHARMACY	150 MAIN ST	FISHKILL	NY		A 12	150

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WHOLESALER: 203290 HARRY FOURTUNIS INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	209935	1623 07	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY		A 12	190
	286486	1623 07	MAGYAR'S SERVICE CTR	704 ROUTE 9W	MIDDLE HOPE	NY		A 04	85
046458	340741	1623 07	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	0362-01-02	A 12	159
	550151	1623 07	ALL IN ONE FOOD	201 WOLCOTT AVE	BEACON	NY		A 12	90
	559770	1623 07	MO'S CONVENIENCE	779 BROADWAY	NEWBURGH	NY		A 00	32
	567459	1623 07	H.N. OF NEWBURGH, INC	352 BROADWAY	NEWBURGH	NY		A 12	108
	594992	1623 07	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY		A 12	155
913178	596448	1623 07	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY		A 24	224
	619745	1623 07	SAMUELS DISCOUNT CTR	1019 RT. 17K UNIT 3 SCOTT CORNER	MONTGOMERY	NY		A 24	368
	632155	1623 07	BLUESTAR INT. ENT.	160 NORTH ST 160 NORTH STREET	NEWBURGH	NY		A 12	105
	638321	1623 07	ONTERIO ENTERPRISES	30 S PLANK RD 30 SOUTH PLANK ROAD	NEWBURGH	NY		A 12	125
	666444	1623 07	IRELAND CORNERS	551 STATE ROUTE 208	NEW PALTZ	NY		A 04	76
	667003	1623 07	JAY DEE'S DELI	WALLKILL AVENUE	WALLKILL	NY		A 04	82
	680714	1623 07	BAHJAN COASTAL MRT	515 BROADWAY	NEWBURGH	NY		A 24	157
	696040	1623 07	SUNOCO S/S	FAMILY QUICK STOP 2 ROUTE 82 & CLOVE BRANCH ROAD	HOPEWELL JCT	NY		A 12	120
	698921	1623 07	LAKESIDE CONV DELI	RT 52 & LAKESIDE ROAD	NEWBURGH	NY		A 12	100
	769211	1623 07	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY		A 12	212
	769218	1623 07	A-PLUS #60026	78 STATE ROUTE 17K	NEWBURGH	NY	0362-01-02	A 04	102
	769465	1623 07	RT. 17K MOBIL	246 STATE ROUTE 17K	NEWBURGH	NY		A 12	200
	769779	1623 07	HEMA WAY INC.	DBA T & M DELI ROUTE 94 - BOX 242	SALISBURY MILLS	NY		A 00	60
203290	130383	1623 08	K & D DELI, INC.	264 NORTH RD	POUGHKEEPSIE	NY		A 12	120
	178627	1623 08	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY		A 24	165
	178702	1623 08	EAST PARK PHARMACY	ROUTE 9G	HYDE PARK	NY		A 24	370
	178726	1623 08	AMENIA VARIETY	ROUTE 22 & 44 WEST MAIN STREET	AMENIA	NY		A 24	180
	179411	1623 08	HUGHSON.FOODMART INC	DAIRY MART # 6614 NEW HAMBRUG RD	HUGHSONVILLE,	NY	0205-11-00	A 12	175
	307545	1623 08	9G CITGO	403 VIOLET AVE	POUGHKEEPSIE	NY		A 24	500
	411813	1623 08	SALT POINT GETTY	BOX 179 RD 1 RT 44	SALT POINT	NY		A 24	310
	440786	1623 08	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY		A 24	175
	463524	1623 08	P & Z ENTERPRISES	81 FALLKILL AVE	POUGHKEEPSIE	NY		A 12	100
	473929	1623 08	HARLEM VALLEY BEVERG	ROUTE 22	WINGDALE	NY	1695-00-00	A 24	130
	619772	1623 08	GETTY SERVICE STATIO	355 MILL ST	POUGHKEEPSIE	NY		A 24	1150
	667150	1623 08	RED OAKS DELI MART	17 VASSAR RD	POUGHKEEPSIE	NY		A 12	135
	667776	1623 08	SUNOCO RT. 22	RTE 22	DOVER PLAINS	NY		A 24	150
	669437	1623 08	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY		A 12	130
	669448	1623 08	DAIRY MART #6612F	MYERS CORNERS RD	WAPPINGERS FLS	NY		A 12	161
	682626	1623 08	AL ROYAL PETRO INC	RTE 9G 646 VIOLET AVE	HYDE PARK	NY		A 12	130
	685215	1623 08	STACEY'S DELI	515 NOXON RD	LAGRANGEVILLE	NY		A 01	75
	705677	1623 08	BILLINGS DELI & PIZZ	BILLINGS PLAZA RT. 82 P.O. BOX 56	BILLINGS	NY		A 01	61
	716020	1623 08	VILLAGE DELI	RT. 22	WINGDALE	NY		A 12	85
920629	729825	1623 08	CLINTON CORNERS	DAVID L BEAN 1 SALT POINT TURNPIKE	CLINTON CORNERS	NY		A 00	40
	730141	1623 08	FOUR STAR	67 COTTAGE ST	POUGHKEEPSIE	NY		A 24	2400

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WHOLESALER: 203290 HARRY FOURTUNIS INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	739403	1623 08	OLD CORN CRIB	200 SALT POINT TPKE	POUGHKEEPSIE	NY		A 12	100
	767054	1623 08	GENE'S SERVICE CNTR	110 FREEDOM PLAINS R	POUGHKEEPSIE	NY		A 04	83
	769561	1623 08	TONY'S DELI	ROUTE 22 BOX 40	PAWLING	NY		A 04	102
	843136	1623 08	FAMILY QUICK STOP	10 WEST MAIN STREET	PAWLING	NY		A 12	163
	958292	1623 08	CAROL'S GIFT	RT 22 GRAND UN PLAZA	DOVER PLAINS	NY		C 24	500
	975119	1623 08	THE BRAIR GROUP INC.	DBA DELI LAND RD. 2 - ROUTE 376	FISHKILL PLAINS	NY		A 01	33
	179311	1623 09	KOEBACKERS MARKET	90 N MAIN ST	BREWSTER	NY		A 12	172
	179392	1623 09	RED MILLS MARKET INC	ROUTE 6N	MAHOPAC FALLS	NY		A 12	113
	179608	1623 09	BREWSTER SUPERETTE	50 CARMEL AVE	BREWSTER	NY		A 12	100
	242620	1623 09	FAIRFIELD FOOD AND	FUEL CORP. 112 FAIRFIELD DRIVE	BREWSTER	NY		A 24	104
	365630	1623 09	DAVIG CORP. D/B/A	EASY STOP ROUTE 22	BREWSTER	NY		A 12	126
	460627	1623 09	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY		A 24	133
	571205	1623 09	PETE'S HOMETOWN GROC	349 MAIN ST	COLD SPRING	NY		A 04	85
	787150	1623 09	NORTH BREWSTER DELI	4 ROUTE 312	BREWSTER	NY		A 00	33
	827259	1623 09	JOSANN'S P.V. MKT.	5 SUNSET HILL RD	PUTNAM VALLEY	NY		A 12	120
	178975	1623 10	FARICELLAS MARKET	140 WALSH AVE	NEW WINDSOR	NY		A 24	160
	179143	1623 10	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY		A 24	165
	436555	1623 10	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY		A 12	130
	576434	1623 10	PHILLIPS RACING, INC	DBA PHIL & STEVES 153 ROUTE 9W	STONY POINT	NY		A 12	110
	617948	1623 10	C G DELI MANAGEMENT	270 HUDSON ST	CORNWALL HDSN	NY		A 12	80
	728412	1623 10	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY		A 12	120

Total Accounts ~~186~~

93

186 Displays

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WHOLESALER: 509977 H.FOURTUNIS DBA A-W

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	130749	1623 08	CHANINGVILLE DELI	23 CHANNINGVILLE RD	WAPPINGERS FALL	NY		A 24	157
	562452	1623 08	SIXTY-SOUTH AVE. INC	DBA VILLAGE SERVICE 60 SOUTH CORNER	WAPPINGERS FLS	NY		A 12	109
	619775	1623 08	WAPPINGERS GETTY INC	1250 ROUTE 9	WAPPINGERS FALLS	NY		A 12	243
	653625	1623 08	7-11 #25393	1425 RT 9	WAPPINGERS FL	NY	0001-04-02	A 12	181
	179371	1623 09	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY		A 24	450
	179408	1623 09	DA ROSE CORNER STORE	102 ALBANY POST RD	BUCHANAN	NY		A 24	159
	179414	1623 09	LAKE CARMEL GENERAL	STORE, INC. ROUTE 3LL	LAKE CARMEL	NY		A 12	157
	179440	1623 09	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY		A 24	100
	179441	1623 09	SAN VELDT STORES INC	DBA LOU'S CORNER ST. ROUTE 6 & LOCUST ST.	PEEKSKILL	NY		A 12	154
	179478	1623 09	ROYAL STATIONERY	7 BANK ST	PEEKSKILL	NY		A 12	126
	179487	1623 09	SHRUB OAK DELI INC.	1143 E MAIN ST	SHRUB OAK	NY		A 12	57
	179488	1623 09	STEINMANS CORNER DEL	GOMER STREET	YORKTOWN HGTS	NY		A 04	169
	179489	1623 09	CIRCLE CARDS N	345 DOWNING DR	YORKTOWN HEIGHT	NY		C 24	381
	179560	1623 09	MAHOPAC PHARMACY	53 E LAKE BLVD	MAHOPAC	NY		A 12	71
	179612	1623 09	VALLEY MARKET	OLD ROUTE 6	JEFFERSON VLY	NY		A 04	68
	179638	1623 09	ANGELAS DELICATESSEN	138 BROADWAY	VERPLANCK	NY		A 12	112
58275	320435	1623 09	LAKE SECOR DELI	148 SECOR RD	MAHOPAC	NY		A 12	182
	480979	1623 09	BAISLEYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY		A 24	262
	526965	1623 09	NEWS ROOM INC.	JEFF. VALLEY MALL ROUTE 6	YORKTOWN HTS	NY		A 12	150
	536210	1623 09	DANZA STATONARY INC.	828 WASHINGTON ST	PEEKSKILL	NY		A 12	105
6807	546043	1623 09	PEEKSKILL STATIONERY	987 MAIN ST	PEEKSKILL	NY		A 24	255
	551889	1623 09	HOPES DRUG STORE	47 MAIN ST	BREWSTER	NY		A 12	150
	551892	1623 09	SMART STOP	30 N MAIN ST	BREWSTER	NY		A 12	125
	670730	1623 09	ROCK CUT DELI & GAS	735 ALBANY POST ROAD	PEEKSKILL	NY		A 12	101
	684940	1623 09	MCMICHAEL'S DELI	1099 N DIVISION ST	PEEKSKILL	NY		A 12	120
	696106	1623 09	MOBIL SERVICE	18 SMADBACK AVENUE	CARMEL	NY		A 04	50
	696108	1623 09	SCLAFANI PETROLEUM	RT 52 & TOWNERS ROAD	CARMEL	NY		A 04	57
	724680	1623 09	GETTY GAS	RT 22	PATTERSON	NY		A 12	90
	769316	1623 09	MAIN STREET MARKET	906 MAIN ST	PEEKSKILL	NY		A 12	109
	769481	1623 09	PUTNAM LAKE MKT.INC.	74 FAIRFIELD DRIVE	PATTERSON	NY		A 24	320
	787069	1623 09	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY		A 12	166

Total Accounts ~~34~~ 31

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124 H. fourtunis

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248 Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 04/15/97

ACCOUNT NUMBER: 509977
VOUCHER NUMBER: 15350103
DATE WRITTEN: 04/15/97
STATUS: PAID
AMOUNT PAID: 119.00

W.FOURTUNIS DBA A-W
15 REV GF WIGGINS PL
PEEKSKILL , NY 10566

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	8.50	119.00

EXPLANATION: DORAL BOX B1G1F/#700447/JMCLEAN

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